

AMENDMENTS TO THE CLAIMS

This listing of claims, if entered, will replace all prior versions and listings of claims in the present Application.

1. (Currently Amended) A computer-implemented method in a computer system ~~for presenting forecast information, the method~~ comprising:

presenting forecast information, comprising

providing forecast snapshots, each forecast snapshot comprising a forecast date, a forecast period, a forecast interval and summary forecasts, wherein

the forecast interval indicates a frequency at which forecasts are to be generated and saved as forecast snapshots;

receiving ~~from a user~~ a request ~~to display~~ at the computer system,
wherein

the request is received from a user, and the request is for

displaying forecast ~~snapshot~~ information for a forecast period;

~~for each forecast snapshot for the requested forecast period,~~ retrieving
forecasts , using a processor of the computer system, forecast
information for the forecast period for ~~participants each~~
participant of the forecast snapshots , ~~wherein each participant~~
~~is subordinate to the user in a corporate management~~
hierarchy;

retrieving, using the processor, current opportunities for the user; and
generating, using the processor, a single display ~~containing~~ comprising
a summary area ~~that comprises , wherein~~
the single display is displayed on a display of the computer
system, and
the summary area comprises

summary information of the ~~retrieved~~ forecast ~~snapshots~~
information for participants of the forecast,
a participants area that comprises information ~~of~~ regarding
the ~~retrieved~~ forecast ~~snapshots of each~~
participant information for participants of the
forecast, and
a user area that comprises information of the ~~retrieved~~
current opportunities ~~[[of]]~~ for the user.

2. (Currently Amended) The computer-implemented method of claim 1 wherein the information of the areas include a date for each forecast snapshot.
3. (Currently Amended) The computer-implemented method of claim 1 wherein the participants area includes a row for each participant that, when selected, provides more detailed information about each participant.
4. (Currently Amended) The computer-implemented method of claim 1 wherein information of the summary area includes closed revenue and forecast revenue.
5. (Currently Amended) The computer-implemented method of claim 4 wherein the information of the summary area includes pipeline revenue.
6. (Currently Amended) The computer-implemented method of claim 4 wherein the information of the summary area includes expected revenue.
7. (Currently Amended) The computer-implemented method of claim 1 wherein the information of the participants area includes closed revenue and forecast revenue.
8. (Currently Amended) The computer-implemented method of claim 7 wherein the information of the participants area includes pipeline revenue.

9. (Currently Amended) The computer-implemented method of claim 7 wherein the information of the participants area includes name of the participant.
10. (Currently Amended) The computer-implemented method of claim 1 wherein the user area includes information for each opportunity of the user.
11. (Currently Amended) The computer-implemented method of claim 10 wherein the information for each opportunity includes opportunity identifier and forecast revenue.
12. (Currently Amended) The computer-implemented method of claim 1 wherein the summary area comprises a row of information for each forecast snapshot within the forecast period, the participant area comprises a row of information for each participant within each forecast snapshot within the forecast period, and the user area comprises a row for each opportunity of the user.
13. (Currently Amended) The computer-implemented method of claim 1 wherein information of the summary area includes forecasted quantity of a product.
14. (Currently Amended) The computer-implemented method of claim 1 wherein the information of the summary area includes closed quantity of a product.
15. (Currently Amended) The computer-implemented method of claim 1 wherein the information of the summary area includes pipeline quantity of a product.
16. (Currently Amended) A computer system for presenting forecast information, comprising:
a memory to store a forecast snapshot database with forecast snapshots comprising a forecast date, a forecast period, a forecast interval and ~~forecast information~~ summary forecasts, wherein the forecast interval indicates a frequency at which forecasts are to be generated and saved as forecast snapshots;

a processor coupled to said memory and configured to retrieve, ~~for each~~ forecast **snapshot information** for ~~[[a]]~~ **the** forecast period, ~~forecasts for participants for each participant~~ of the forecast **snapshots**; and said processor further configured to generate a single display **containing** **comprising** a summary area that comprises summary information of the ~~retrieved~~ forecast ~~snapshots~~ **information** for participants of the forecast, a participants area that comprises information of the ~~retrieved~~ forecast ~~snapshots of each participant~~ **information for participants of the forecast**, and a user area that comprises information of opportunities of a user, ~~wherein each participant is subordinate to the user in a corporate management hierarchy.~~

17. (Original) The computer system of claim 16 wherein the information of the areas include a date for each forecast snapshot.
18. (Previously Presented) The computer system of claim 16 wherein the participants area comprises a row for each participant that, when selected, provides more detailed information about each participant, the more detailed information comprising opportunity information retrieved from a snapshot.
19. (Original) The computer system of claim 16 wherein information of the summary area includes forecast revenue.
20. (Original) The computer system of claim 16 wherein the information of the summary area includes closed revenue.
21. (Original) The computer system of claim 16 wherein the information of the summary area includes expected revenue.

22. (Previously Presented) The computer system of claim 16 wherein said processor is further configured to automatically generate forecasts in accordance with a forecast definition.
23. (Original) The computer system of claim 16 wherein information of the participants area includes forecast revenue.
24. (Original) The computer system of claim 16 wherein the information of the participants area includes pipeline revenue.
25. (Original) The computer system of claim 16 wherein the information of the participants area includes name of the participant.
26. (Original) The computer system of claim 16 wherein the user area includes information for each current opportunity of the user.
27. (Original) The computer system of claim 16 wherein the user area includes information for each opportunity of the user stored in a snapshot.
28. (Previously Presented) The computer system of claim 16 wherein the summary area comprises a row of information for each forecast snapshot within the forecast period, the participant area comprises a row of information for each participant within each forecast snapshot within the forecast period, and the user area comprises a row for each opportunity of the user.
29. (Original) The computer system of claim 16 wherein information of the summary area includes forecasted quantity of a product.
30. (Original) The computer system of claim 16 wherein the information of the summary area includes closed quantity of a product.

31. (Original) The computer system of claim 16 wherein the information of the summary area includes pipeline quantity of a product.

32. (**Currently Amended**) A computer-readable storage medium containing instructions for controlling a computer system to present forecast information, wherein said instructions, when executed by a processor in said computer system, cause said processor to perform a method comprising:

providing forecast snapshots, each forecast snapshot comprising a forecast date, a forecast period, a forecast interval and summary forecasts, wherein the forecast interval indicates a frequency at which forecasts are to be generated and saved as forecast snapshots;

~~for each forecast snapshot for the requested forecast period,~~ retrieving ~~forecasts~~ forecast information for the forecast period for ~~participants~~ each participant of the forecast snapshots; and

generating a single display ~~containing~~ comprising a summary area that comprises

summary information of the ~~retrieved~~ forecast ~~snapshots~~ information for participants of the forecast,

a participants area that comprises information of the ~~retrieved~~ forecast ~~snapshots of each participant~~ information for participants of the forecast, and

a user area that comprises information of current opportunities of a user; ~~wherein each participant is subordinate to the user in a corporate management hierarchy.~~

33. (Previously Presented) The computer-readable storage medium of claim 32 wherein the information of the areas include a date for each forecast snapshot.

34. (Previously Presented) The computer-readable storage medium of claim 32 wherein the participants area includes a row for each participant that, when selected, provides more detailed information about each participant.

35. (Previously Presented) The computer-readable storage medium of claim 32 wherein the information of the participants area includes name of the participant.

36. (Previously Presented) The computer-readable storage medium of claim 32 wherein the summary area comprises a row of information for each forecast snapshot within the forecast period and the participant area comprises a row of information for each participant within each forecast snapshot within the forecast period.

37. (Previously Presented) The computer-readable storage medium of claim 32 wherein information of the summary area includes forecasted quantity of a product.

38. **(Currently Amended)** A computer program product, comprising a computer-readable storage medium, wherein said computer-readable storage medium comprises program instructions, which, when executed by a processor, cause said processor to generate a single display comprising:

- a summary area that comprises summary information of forecast snapshots for participants of a forecast, the summary information being generated based on forecast snapshots having a forecast date, a forecast period, a forecast interval and summary forecasts, wherein the forecast interval indicates a frequency at which forecasts are to be generated and saved as forecast snapshots;
- a participants area that comprises information of forecasts of each participant that is generated based on the forecast snapshots; and
- a user area that comprises information of current opportunities of a user, ~~wherein each participant is subordinate to the user in a corporate management hierarchy.~~